

# ECONOMIC DEVELOPMENT



MIAMI BEACH  
FLORIDA'S **24-HOUR** MARKETPLACE

ECONOMIC DEVELOPMENT | BUSINESS ASSISTANCE

## ELECTED OFFICIALS

**Mayor:** Matti Herrera Bower

### City Commissioners:

Victor M. Diaz, Jr.	Saul Gross
Jerry Libbin	Ed Tobin
Deede Weithorn	Jonah Wolfson

## ADMINISTRATION

City Manager	Jorge M. Gonzalez
City Attorney	Jose Smith
City Clerk	Robert Parcher

Economic Development	305.673.7010
	Kevin Crowder, CEcD

Business Outreach	305.673.7555
South Beach	Lynn Bernstein
North Beach	Caroline Defreeze

# Your business needs us.

## And our consumers need you

## BUSINESS RESOURCES

### Business Assistance | Business Planning | Research | Services

Miami Beach Economic Development Office	305.673.7010
Miami Beach Business Outreach	305.673.7555

### Technical Assistance | Advice | Business Planning

FAU / Small Business Development Center	786.388.9040
Enterprise Community Center	305.579.2730
SCORE	786.539.4194
US Customs	305.869.2804

### Financial Assistance

Small Business Administration	305.536.5521
Microenterprise Assistance & Peer Lending	305.438.1407
Regional Planning Council Revolving Loan Fund	954.985.4416
Enterprise Zone - Miami-Dade County	786.469.2115

### Workforce Issues, Layoffs, Hiring, Training

Workforce Miami Beach One-Stop Career Center	305.532.350
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### Building Permits, Change of Use

Miami Beach Building Department	305.673.7610
Miami Beach Fire Department	305.673.7123

### Concurrency

Miami Beach Concurrency Division	305.673.7514
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### Employment

Florida New Hire Reporting Office	850.488.9000
Florida Dept of Financial Services - Workers Comp	850.488.2333

### Licensing

Florida Dept. of Business & Professional Regulation	850.487.1395
Florida Division of Alcoholic Beverages & Tobacco	850.470.6787
Florida Dept. of Health	850.245.4273
Florida Dept. of Agriculture and Consumer Services	850.488.3951
Miami Beach Business Tax Receipt Office	305.673.7420
Miami-Dade County Occupational License Office	305.270.4949

### Maintaining Your Business

Miami Beach Sanitation Department	305.673.7616
Miami Beach Code Compliance Division	305.673.7555
Miami Beach Film, Print, & Special Events Permits	305.673.7070

### Sidewalk Cafes

Miami Beach Business Tax (Occupational License) Office	305.673.7420
Miami Beach Public Works Department	305.673.7080

### Taxes

Miami Beach Resort Tax Office	305.673.7447
Internal Revenue Service	800.829.1040
Florida Department of Revenue	800.352.3671
Florida Department of Revenue - Unemployment	800.482.8293

### Zoning, Conditional Uses, Signs, Design Review, Painting

Miami Beach Planning Department	305.673.7550
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### Business & Community Organizations

Miami Beach Chamber of Commerce	305.674.1300
Miami Beach Latin Chamber of Commerce	305.674.1231
Greater Miami Hispanic Chamber of Commerce	305.604.9876
North Beach Development Corporation	305.865.4147
Miami Beach Community Development Corp.	305.538.0090

The City of Miami Beach is a barrier island surrounded by the Atlantic Ocean to the east and Biscayne Bay to the west. With South Beach, the Art Deco District, beautiful beaches, vibrant nightlife, cultural arts assets, and quality residential community, Miami Beach is the engine that powers the economy of South Florida. The successful redevelopment and revitalization of Miami Beach during the last two decades has served as a key catalyst for the further revitalization of neighborhoods and commercial districts throughout the region.

## LOCAL ECONOMIC GROWTH

Moreover, the overall economy of the City remained stable, with an estimated gross City product of \$7.2 billion in 2008, a slight increase from \$7.03 billion in 2007. Bank deposits remained steady, at \$3.622 billion in July 2008. During the period from 2002-2008, not only was there significant job creation which increased 16.6% from 36,432 to 42,482, but the City's Prosperity Index, which is wage growth compared to job growth, was also positive with an increase of 45.6% in the average wage, from \$27,830 to \$40,521 during the same period (7.6% annualized). Although the unemployment rate rose during the second half of 2008, it finished 2008 at a level (4.56% for the 4<sup>th</sup> quarter) well below comparable geographies, (6.2% for the Metropolitan Statistical Area, and 7.4% for the State of Florida).

In recent years, the City has grown more than only its traditional tourism based economy to become a multifaceted industrial center and regional leader for the siting of Information, Health Care, and Arts and Culture. In 2008, the world's most prestigious art fair, based in Basel, Switzerland, held its sixth Miami Beach exhibition, with attendance and sales exceeding expectations. Additionally, the City and the New World Symphony have entered into a partnership through which the Symphony is constructing a new, state of the art performance and recording facility on City-owned property immediately north of Lincoln Road. This facility will be a technological wonder designed by celebrity architect Frank Gehry and the first of its kind in the world.

## TOURISM

Tourism is the largest sector of the City's economy with over \$1.6 billion in direct annual visitor spending on hotel, food, and beverage, and also a large portion of the City's \$900 million retail marketplace. This past year, the City's hotels hosted almost 5 million visitors, and almost 8 million tourists visited South Beach and the Art Deco Historic district. Additionally, the City remains a regional resource, with approximately 7-9 million day-trips by residents of the surrounding area, making the City one of the most popular attractions in Florida. Hotel room sales finished 2008 at \$787.5 million, up from \$775 million in 2007. January 2009 room sales were up 2.5% over January 2008, and 2008 hotel room occupancy remained steady at 72.16%. The inventory of hotel rooms increased significantly, from 13,506 at the beginning of 2008, to 15,998 in January 2009, providing the City with additional resources and product to attract visitors. Miami Beach is also South Florida's urban retail center, including the Collins Avenue Shopping District along with Lincoln Road, one of the country's top ten retail streets.

## ENTERTAINMENT

Although there are industrial factors well beyond the City's control, the entertainment industry continues as an important part of the City's economy. The City remains a key location for the production of movies, fashion campaigns, and tv series such as 'Burn Notice', and many international talent and model agencies have retained operations in the City. The corporate component of the industry continues to view the City as an important entertainment center, evidenced by the location of branches of companies such as the William Morris Agency. The City continues to grow as a destination for major events. In addition to Art Basel Miami Beach, the South Beach Food and Wine Festival, the South Beach Comedy Festival, the Miami Beach International Boat Show, and the Winter Music Conference continue provide a strong base that supplements the meeting and trade show segment.

## REAL ESTATE

The City continues to be a leader in the real estate industry, as the median price of homes and condominiums stabilized in 2007 and through 2008, although volume declined from the record, but unsustainable 2004-2005 levels. In contrast to other parts of South Florida, growth management initiatives in the late 1990's resulted in limiting the supply of new condominiums, somewhat reducing the exposure of excess new residential inventory that is being experienced in some other neighborhoods. Furthermore, the end of 2008 saw the beginning of a decline in the number of condominium units for sale, from over 4,000 in early 2008, to 3,700 in December. The average number of days that units were on the market also declined, from 172 in January 2008, to 130 in December.

## CONSTRUCTION AND INVESTMENT

Construction activity continued at significant levels during 2008, culminating with the completion of over \$1 billion in investment at the the Fontainebleau and Eden Roc resort hotels. Retail tenants continue to open locations and expand in the City, joining established operations such as Armani Exchange, Kenneth Cole, Office Depot, Diesel, and Nichole Miller. New retailers include Guess and Morgan Miller Shoes. Construction of Fifth and Alton, a vertical retail center with 180,000 square feet of retail space and 1,100 parking spaces is near completion, with leases executed with tenants such as Publix, Best Buy, and Staples. Class A office space in prime locations continues to be absorbed, and the vacancy rate is approximately 7.6%. The office market is anchored by corporate tenants such as LNR Property Corporation, and Terranova.



## Economic Development and Business Assistance

Economic Development and Business Assistance in Miami Beach is coordinated from the Office of the City Manager, with business retention support by the Office of Community Outreach. The Office of the City Manager is the City's primary contact for new and existing businesses and investors, focused on identifying and meeting the various needs of local businesses. 305.673.7010.

## Market Research

The Division maintains a database of all key economic indicators and market research, including local business inventories and densities, real estate sales, private capital investment; resident and visitor demographics; visitor behavior and spending patterns; hotel occupancy and rates; employment and unemployment; and food, alcohol and hotel room sales activity. In some cases, information is not only available for the City, but also by neighborhood and business district.

## Confidentiality of Intentions to Relocate or Expand

According to Florida Statutes, upon written request from a business, the records of an Economic Development Agency that are related to the intentions of a business to relocate to or expand in Florida are confidential and exempt from public records for a pre-determined time.

## Driver License

Florida law requires that a Florida driver's license be obtained within 30 days of establishing permanent residency in the State. A new license must also be obtained within 10 days of a name or address change.

Florida Division of Driver Licenses

305.229.6333

## Vehicle and Vessel Registration

A motor vehicle must be registered with the State of Florida within 10 days of the owner becoming employed, placing children in public school, or establishing permanent residency. Proof of liability insurance must be provided.

Motor boats operated in Florida waters must be registered with the State within 30 days of purchase. Fees are based on the length of the vessel

305.375.5678 or

305.375.3591

[www.hsmv.state.fl.us](http://www.hsmv.state.fl.us)

## Electricity

Florida Power and Light provides electrical power to the City of Miami Beach.

305.442.8770

[www.fpl.com](http://www.fpl.com)

## Water

The City of Miami Beach provides water service.

305.673.7440

[www.miamibeachfl.gov](http://www.miamibeachfl.gov)

## School Registration

All children ages six to 16 are required to attend school. Contact Miami-Dade Public Schools. Parents should enroll school-age children as soon as they arrive in the City of Miami Beach. For initial entry into Miami-Dade County Public Schools, all students have the option of registering: (1) at a school on the basis of the actual residence of the parent or legal guardian in the attendance area of the school as approved by the Board, or (2) at a New Student Reception Center.

305.995.1334

[www.dadeschools.net](http://www.dadeschools.net)

## Homestead Exemption

Property owners are provided with a tax exemption on the first \$25,000 of the assessed value of their permanent residence. There are additional exemptions for the disabled, widows, and low-income seniors. The application for the exemption must be filed with Miami-Dade County by March 1 of the tax year.

305.468.5900

[www.miamidade.gov/pa/exemptions.asp](http://www.miamidade.gov/pa/exemptions.asp)

## Cable Television

Atlantic Broadband Telephone: 305.861.1564

## Voter Registration

If you are a new Florida resident, you must register in order to be able to vote in Florida. If you moved to Miami Beach from another State of Florida jurisdiction, you must transfer your voter registration to Miami-Dade County. Both tasks may be accomplished at the Miami-Dade County Office of Elections, Stephen P. Clark Center, 111 N.W. 1st St., 19th Floor, Miami, FL, 33128. You must register at least 29 days before an election.

Miami-Dade County Telephone: 305.375.5553

State of Florida Telephone: 850.245.6240

<http://elections.miamidade.gov>

## Parking Information

The City of Miami Beach Parking Department handles street and lot parking throughout the City. Through metered lots, on-street parking, residential permit programs and other innovative methods, the parking department strives to reduce traffic congestion on city streets - as well as to provide residents and visitors alike with the convenience of nearby access to their vehicles. If you have any questions, please call the parking hotline at 305.673.PARK

## Neighborhood Improvements

The Capital Improvement Projects (CIP) Office is a consolidation of the City's capital construction efforts into a single entity to comprehensively address the ambitious goals set forth in the General Obligation Bond program, the Water and Wastewater Bond program, and the Stormwater Bond program to improve the City's infrastructure, public facilities, parks, beaches, golf courses and public safety equipment.

[www.cmbprojects.com](http://www.cmbprojects.com)

## OPENING A BUSINESS

All business owners are required to obtain both a City of Miami Beach Certificate of Use and a Business Tax Receipt (formerly known as an Occupational License) to operate a business within the City. Operating a business without a license is prohibited. For more information, call the Finance Department's Business Tax Office at 305.673.7420. A Miami-Dade County Business Tax Receipt (305.270.4949) must also be obtained.

A Certificate of Use (C.U.) is a pre-requisite to the issuance of a City of Miami Beach Business Tax Receipt. The C.U. fee must be submitted at the time of application and each year thereafter by May 31. Inspections by the Building Department, Fire Department, Planning Department, and others, must occur following the submission of an application. Application must be either made on-line at [www.miamibeachfl.gov](http://www.miamibeachfl.gov) or in person at City Hall, Business Tax Office, 1700 Convention Center Drive, first floor.

## SOLE PROPRIETORSHIPS, PARTNERSHIPS AND CORPORATIONS

Your first decision as a business owner is to determine the legal structure of your business. Your choice determines what kind of taxes the business must pay, who's liable and what forms are necessary. There are four main choices: Sole Proprietorship, Partnership, Corporation or Limited Liability Company. In a sole proprietorship, the owner has absolute authority over all business decisions. In a partnership, two or more partners share control of the business. Contact the Florida Department of State for more information at 850.488.9000 or visit them online at [www.sunbiz.org](http://www.sunbiz.org). If you are forming an S corporation, you must also file with the Internal Revenue Service.

## STATE AND FEDERAL TRADEMARKS

A trademark or service mark may be registered with the Florida Division of Corporations for use and protection only in the state of Florida. For protection of your trademark in the entire U.S., including Florida, you must register it with the U.S. Patent and Trademark Office. For information about registering in Florida, call 850-245-6051 or check the Division of Corporation's website at [www.sunbiz.org](http://www.sunbiz.org). For information regarding federal registration, contact the U.S. Patent and Trademark Office, 800.786.9199 or visit them online at [www.uspto.gov](http://www.uspto.gov).

## USEFUL START UP INFORMATION

The Small Business Administration's small business guide (<http://www.sba.gov/smallbusinessplanner/index.html>) is intended to serve as a roadmap for starting a business. It is both comprehensive and easy to use. It also includes numerous electronic links for additional information. Use this powerful interactive tool, with many supporting resources to help you start a successful business.

## TECHNICAL ASSISTANCE

The **Small Business Administration's** website ([www.sba.gov](http://www.sba.gov)) provides a great deal of information and assistance to new and existing businesses, including many short, free on-line seminars and classes. All businesses are urged to spend time on the SBA website and see what it has to offer.

**Small Business Development Center.** Small Business Development Centers offer locations in all of Florida to provide small business entrepreneurs with FREE counseling, management training, and information for prospering in the global economy. If you need to contact a certified business analyst to provide you with financial assistance or industry-specific counseling, please visit [www.fsbdc.com](http://www.fsbdc.com) or call 305.261.1638.

Counseling and educational programs are also available through **Miami Dade County's Enterprise Community Center** (<http://www.miamidade.gov/ced/ECC.asp>). The Enterprise Community Center serves as a one-stop capital shop, offering a full array of technical assistance, seminars, counseling and financial services to businesses and entrepreneurs throughout Miami-Dade County. The ECC houses public lenders, banks, and local development agencies, as well as a Small Business Resource Center Library offering state-of-the-art information.

3050 Biscayne Boulevard, Suite 201 | 305.579.2730

Counselors to America's Small Business, **SCORE** is a non-profit association that provides small business entrepreneurs with FREE counseling (either in person or via email). If you are ready to ask questions about starting or expanding a small business, please visit SCORE (<http://www.score.org/findscore/>) and make a counseling appointment today. 786.539.4194.

SBA's network of more than 60 **Women's Business Centers** (<http://www.onlinewbc.gov>) provide a wide range of services to women entrepreneurs at all levels of business development.

## WORKFORCE DEVELOPMENT

The South Florida Workforce Investment Board, and the **Miami Beach One-Stop Career Center** managed by UNIDAD of Miami Beach provides employers and job seekers with professional services at no cost. Contact 305.532.5350 for more information.

The State of Florida offers **Quick Response Training** Incentives, which are customized, flexible and responsive to individual company needs. Additionally, the **Incumbent Worker Training Program** provides training to currently employed workers to keep Florida's workforce competitive and to retain existing businesses. The program is available to businesses that have been in operation for at least one year prior to application.

**South Florida Commuter Services** ([www.1800234ride.com](http://www.1800234ride.com)) offers several programs to assist employers and employees with transportation.

**INTERNATIONAL BUSINESS**

The United States Department of Commerce, **Export Assistance Center** provides exporters with trade leads and market research regarding the best potential overseas markets for their products. 200 East Las Olas Boulevard, Suite 1600, Ft. Lauderdale. 954.356.6640.

The U.S. Customs Service, Miami District provided information on the amount of duty required on **imported products**. Customs also clears imports and collects required tariffs. 6601 NW 25th, Street, Miami. 305.869.2800.

The Small Business Administration guarantees up to \$1.2 million in loans, and up to \$750,000 for revolving lines of credit for qualified **exporters**. The SBA also cosponsors matchmakers and provides training and counseling in international trade, as well as supplying marketing information through the Export Information Service. 305.536.5521.

The Bureau of Citizenship and **Immigration** Services provides information on immigration laws and employee regulations, as well as enforcement and changes in visa status. 1.800.375.5283.

**ACCESS TO CAPITAL**

Small Business Investment Companies, licensed by the Small Business Administration, are privately organized and privately managed investment firms. They are participants in a vital partnership between government and the private sector economy. With their own capital and with funds borrowed at favorable rates through the Federal Government, SBICs provide venture capital to small independent businesses, both new and already established. Florida also has an entrepreneurial networking group called the Florida Venture Forum (<http://www.floridaventureforum.com>) that can be a valuable resource.

**CANDO**

The City's Cultural Arts Neighborhood District Overlay (**CANDO**) includes the area around the Bass Museum of Art and the Miami Beach Convention Center. Incentives for certain rehabilitation activities may be available.

Please contact the City of Miami Beach Economic Development Office at 305.673.7010 or email [business@miamibeachfl.gov](mailto:business@miamibeachfl.gov) for more information.

**LOAN PROGRAMS**

The **Micro Enterprise Assistance & Peer Lending Program** assists entrepreneurs in building a strong credit history by borrowing incremental amounts of loan funds, develop stronger business skills, share business ideas, and provide support in a peer group setting. The program also provides direct loans up to \$25,000.

Contacts: Miami-Dade County @ 786.469.2115

Partners for Self Employment @ 305.438.1407

ACCION, USA @ 305.549.3360

The South Florida Regional Planning Council offers a **Revolving Loan Fund** that is available to existing businesses looking to expand or relocate their business, create and/or retain jobs. Loan amounts range from \$50,000-\$300,000. The business must attempt to secure private financing and be declined in order to qualify. 954.985.4416

The **Export-Import Bank** of the United States is an independent U.S. government Agency that helps finance the overseas sale of U.S. goods and services. It provides working capital loan guarantees and credit insurance. 305.526.7436.

The **Small Business Administration** offers several local programs that provide financial aid to small businesses. Contact the local SBA office in Florida for assistance: Miami SBA office (<http://www.sba.gov/fl/south/>). A few of the most popular SBA loan programs are: Basic 7(a) Business Loan, Micro-Loans, and the CDC/504 Program.

*The Basic 7(a) Business Loan Program:* All 7(a) loans are provided by lenders who are called participants because they participate with SBA in the 7(a) program. 7(a) loans are only available on a guaranty basis. This means they are provided by lenders who choose to structure their own loans by SBA's requirements and who apply and receive a guaranty from SBA on a portion of this loan. The SBA does not fully guaranty 7(a) loans. For more information, visit <http://www.sba.gov/financing/sbalan/7a.html>.

*The Micro-Loan Program:* The Micro-Loan Program provides very small loans to start-up, newly established, or growing small business concerns. Under this program, SBA makes funds available to nonprofit community based lenders (intermediaries) which, in turn, make loans to eligible borrowers in amounts up to a maximum of \$35,000. For more information, visit <http://www.sba.gov/financing/sbalan/microloans.html>.

*CDC/504 Loan Program:* The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. A Certified Development Company is a nonprofit corporation set up to contribute to the economic development of its community. CDCs work with the SBA and private-sector lenders to provide financing to small businesses. The Florida Business Development Corporation is the Certified Development Corporation authorized by the SBA to provide 504 financing for real estate purposes. 561.433.0233.

## FEDERAL HISTORIC PRESERVATION INCENTIVES

The **20% Rehabilitation Federal Income Tax Credit** is available for rehabilitation of income producing structures for commercial, industrial, agricultural or rental residential purposes, including rental single family homes and apartment buildings. Tax credits provide a dollar-for-dollar reduction of income tax owed. The 20% rehabilitation tax credit equals 20% of the amount spent in the rehabilitation of a certified historic building. The goal of the rehabilitation credit is to put the building back to use so that it is functional and meets current housing, retail, commercial, or industrial needs.

All elements of a rehabilitation project must meet the Secretary of the Interior's Standards for Rehabilitation. They must also meet basic tax requirements of the Internal Revenue Code. The tax credit must be claimed on the appropriate IRS form for the tax year in which the rehabilitated building is placed in service.

**Preservation easements** allow for federal income tax deductions for charitable contributions of partial interests in historic properties. A preservation easement is a voluntary legal agreement between a property owner (the grantor) and a government agency or preservation organization (grantee). The easement protects a significant historic, archeological, or cultural resource in perpetuity for the benefit of future generations.

The easement can be unique to each property and may incorporate many elements. Protected features may include the façade, the interior, the grounds, view sheds, air rights, etc. The façade easement is the most practical and common type of donation. The terms of agreement are reached by mutual consent between the property owner and the easement-holding organization.

An easement allows the donor to retain private ownership and use of a property and, if certain criteria are met, claim a Federal income tax deduction equivalent to the value of the donated rights. Permanent preservation conditions must be agreed upon and abided by for an owner to claim the tax deduction. In addition, the public must have some visual access to the donated property. The easement is binding on the owner who grants it as well as on all subsequent owners. The owner can sell or will the property to whomever he or she wishes.

Details about the 20% tax credit or preservation easements can be obtained from the National Park Service and the Internal Revenue Service, [hps\\_info@nps.gov](mailto:hps_info@nps.gov), 202.354.2055; or the State Historic Preservation Officer [fgaske@dos.state.fl](mailto:fgaske@dos.state.fl), 850.245.6300.

## LOCAL HISTORIC PRESERVATION INCENTIVES

In addition to the Enterprise Zone, improvements to historic properties may qualify for the **Miami-Dade County Historic Preservation incentive**, which provides a 10-year abatement of property taxes on the improvements.

Miami Dade County offers the ad valorem property tax exemption, which exempts 100% of the assessed value of all qualified improvements to historic properties for a period of 10 years. This exemption applies to county property taxes only, not city property

taxes. Miami Dade County's legislation works by "freezing" the taxable value at the rate they were assessed before improvements are made. In other words, the incremental value added by the authorized improvements is not added to the assessment.

To claim this benefit a property owner must file an application to the Miami Beach Historic Preservation Board, which transmits the application with its recommendation to the Miami-Dade County's Office of Historic Preservation for further processing. Once approved the property owner enters into a covenant with the County Commission relative to the maintenance and protection of the property for a ten-year period beginning on January 1 after improvements are completed. Many historic properties in South Beach have been received this benefit. For further information contact Miami-Dade County Office of Historic Preservation at 305.375.3471.

Owners of historic buildings may be eligible for an **alternative method of assessment** by the Miami-Dade County Property Appraiser. This alternative method allows the property to be assessed based on the actual use rather than highest and best use, which may have an effect in lowering property taxes. To be eligible the property must be officially designated as historic either by local ordinance or listing on the National Register of Historic Places. It also must be commercial in nature (apartment buildings are not included) and be open to the public at least 40 hours per week for 45 weeks per year or the equivalent of 1,800 hours per year. The benefit applies only to the Miami-Dade County portion of the tax bill.

To claim this benefit, property owners of qualifying properties must file an application with the Miami-Dade County Department of Property Appraisal by March 1 of each year. To find out if your property qualifies, contact the Property Appraisers Office at 305.375.3829.

## GRANTS

The **Mom and Pop Small Business Grant Program** periodically provides financial and technical assistance to qualified for-profit small businesses. Please call 305.756.0605.

## TAX ADVANTAGES

There is no local income tax in Miami Beach. Additionally, Florida has many tax advantages for many businesses:

- No corporate income tax on limited partnerships;*
- No state personal income tax, constitutionally guaranteed;*
- No corporate franchise tax on capital stock;*
- No state-level property tax;*
- No property tax on business inventories;*
- No property tax on goods in transit for up to 180 days;*
- No sales and use tax on goods manufactured for export ;*
- No sales tax on purchases of raw materials incorporated in a final product for resale;*
- No sales and use tax on boiler fuels;*
- No sales and use tax on co-generation of electricity.*



## TAX EXEMPTIONS

Florida offers Sales and Use Tax Exemptions on a number of items; visit [www.eflorida.com](http://www.eflorida.com) for more information. Exemptions include:

*Semiconductor, defense and space technology-based transactions;*  
*Purchases of machinery and equipment for new or expanding businesses to manufacture, produce, or process tangible personal property for sale;*  
*Labor, parts and materials used in repair of and incorporated into machinery and equipment that qualify for a sales tax exemption upon purchase;*  
*Electricity used in the manufacturing process;*  
*Aircraft parts and Commercial space activity;*  
*Labor component of research and development expenditures;*  
*Production companies engaged in Florida for the production of motion pictures, made for tv movies, television series, commercial advertisements, music videos or sound recordings.*

## TAX AND INCENTIVE PROGRAMS

Miami-Dade County offers the **Urban Job Tax Credit Program**, which provides up to \$1,000 per job for new businesses with a minimum of 20 new jobs and for existing businesses with a minimum of 10 new jobs.

The State of Florida offers a **Capital Investment Tax Credit** to eligible projects in designated high-impact portions of the following sectors: biomedical technology, financial services, information technology, silicon technology, and transportation equipment manufacturing. Projects must create a minimum of 100 jobs and invest at least \$25 million in eligible capital costs. The program provides an annual credit for up to twenty years against the corporate income tax.

The **High Impact Performance Incentive Grant** is a negotiated grant used to attract and grow major high impact facilities in Florida. Grants are provided to pre-approved applicants in certain high impact sectors designated by the Governor's Office of Tourism, Trade and Economic Development. In order to participate in the program, the project must create at least 100 new full-time equivalent jobs in a three-year period; and make a cumulative investment of at least \$100 million.

The Capital Investment Tax Credit and the High Impact Performance Grant are available to the high impact portions of the following sectors:

*Biomedical Technology*  
*Financial Services*  
*Silicon Technology*  
*Transportation Equipment Manufacturing*

The State of Florida's **Qualified Target Industry Tax Refund Program (QTI)** encourages quality job growth in targeted high value-added businesses. The program provides an incentive for target industries to locate new facilities in Florida or to expand existing facilities. The program provides tax refunds of \$3,000 per new job created. This is increased to \$6,000 per job if the company locates in and

Enterprise Zone. Higher award amounts are available to companies paying very high wages. To qualify, a company must create at least 10 new jobs, pay an average of at least 115 percent of area wages, have a significant positive impact on the community, and have local support.

Only businesses serving multi-state and/or international markets are targeted. Business must be able to locate in other states. Retail activities, utilities, mining, and other extraction or processing businesses, and activities regulated by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation are statutorily excluded from consideration.

*Manufacturing Facilities, includes Chemical & Pharmaceutical Computer and Electronic Product/Component Manufacturing Surgical and Medical Instrument Manufacturing Food and Beverage Products Manufacturing Printing and Related Support Activities Management Services National, International and Regional Headquarters Offices of Bank Holding Companies Professional, Scientific & Technical Services Finance and Insurance Services Nondepository Credit Institutions Credit Intermediation & Related Activities Securities, Commodity Contracts Information Industries South Recording Industries Film, Video & Electronic Media Information Services & Data Processing Publishing Industries Telecommunications Administrative and Support Centers Customer Care Centers Credit Bureaus*

**Targeted Jobs Incentive Fund (TJIF)** is patterned after the QTI program. The program provides tax refunds to expanding or relocating companies that create full-time equivalent jobs. Under this program, Miami-Dade County may provide the company with a refund of up to 100 percent of the incremental Countywide Ad Valorem Property taxes generated by the company's location or expansion in excess of \$3 million in capital investment.

To qualify, an applicant must be one of the targeted industries of the State of Florida QTI Program. In addition, One Community One Goal target industries are also eligible, which include:

*Instruments & Related Products*  
*Research and Development*  
*Printing and Publishing*  
*Life Sciences*  
*Visitor and Tourism*  
*Sound Recording and Reproduction*  
*International Commerce*  
*Film and Entertainment*



## ENTERPRISE ZONE BENEFITS

The Miami Beach Enterprise Zone covers areas of the North Beach and South Beach commercial districts, including South Pointe, Washington Avenue, Ocean Drive, Collins Avenue, and 71st Street. The incentives offered to businesses expanding in or relocating to an Enterprise Zone include property tax credits, tax credits on wages paid to enterprise zone residents, and sales tax refunds. Visit [www.floridaenterprisezone.com](http://www.floridaenterprisezone.com) for more information. Enterprise Zone businesses may be eligible for Federal Workforce Training benefits.

Contact: Jose Bravo, Business Development Supervisor, Miami-Dade County  
786.469.2115

An Enterprise Zone is a specific geographic area targeted for economic revitalization. Enterprise Zones encourage economic growth and investment in distressed areas by offering tax advantages and incentives to businesses locating within the zone boundaries.

The Florida Enterprise Zone Program offers various tax incentives to businesses located within the designated enterprise zones. Listed below are all of the Florida incentives for businesses located in an Enterprise Zone.

### Jobs Tax Credit (Sales Tax):

Allows a business located within an Urban Enterprise Zone to take a sales and use tax credit for 20 or 30 percent of wages paid to new employees who reside within an enterprise zone. To be eligible, a business must create at least one new job. The Sales Tax Credit cannot be used in conjunction with the Corporate Tax Jobs Credit.

### Jobs Tax Credit (Corporate Income Tax):

Allows a business located within an Urban Enterprise Zone to take a corporate income tax credit for 15 or 20 percent of wages paid to new employees who reside within an enterprise zone. The Corporate Tax Credit cannot be used in conjunction with the Sales Tax Credit.

### Business Equipment Sales Tax Refund:

A refund is available for sales taxes paid on the purchase of certain business property, which is used exclusively in an Enterprise Zone for at least 3 years.

### Building Materials Sales Tax Refund:

A refund is available for sales taxes paid on the purchase of building materials used to rehabilitate real property located in an Enterprise Zone.

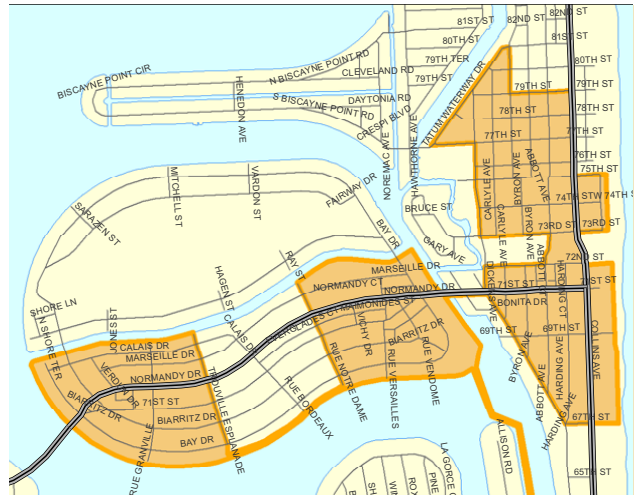
### Property Tax Credit (Corporate Income Tax):

New or expanded businesses located within an enterprise zone are allowed a credit against Florida corporate income tax up to 96% of ad valorem taxes paid on the new or improved property.

### Community Contribution Tax Credit Program:

Allows businesses a 50% credit on Florida corporate income tax, insurance premium tax, or sales tax refund for donations made to local community development projects. Businesses are not required to be located in an enterprise zone to be eligible for this credit.

[www.floridaenterprisezone.com](http://www.floridaenterprisezone.com)



## Economic Indicators

2007	<u>Residents</u>	<u>Gross City Product</u>	<u>Tourism</u>	<u>Median Condo Price</u>
Population:	86,916	<b>\$7,026,200,322</b>	Overnight Visitors: 4,908,000	Citywide: \$348,450
Pop Density:	12,417	<u>Business</u>	South Beach Visitors: 6,396,000	South Beach: \$350,000
Seasonal:	20,399	Businesses: 3,573	Lincoln Road Tourist: 3,312,000	Middle Beach: \$386,000
Households:	46,994	Total Jobs: 43,189	Beachgoers: 17,170,503	North Beach: \$252,900
HH Density:	6,713	Avg Wage: \$38,979	<u>Hotels</u>	
<u>Housing Units</u>		Productivity: \$162,685	Hotel Rooms: 13,564	<u>Median Single Family Price</u>
Single Family Homes:	5,556	Labor cost: 24.0%	Hotel Occupancy: 72.17%	Citywide: \$1,150,000
Condominiums:	40,825	<u>Office Market</u>	Average Room Rate: \$158.81	South Beach: \$1,600,000
Rental Apartments:	19,202	Office Sq Ft: 1,951,629	Room Sales: \$775,459,770	Middle Beach: \$1,144,750
<u>Labor Force</u>		Office Vacancy: 6.4%	Annual RevPAR: \$57,170	North Beach: \$1,133,000
Labor Force:	49,607	<u>Health Care</u>	<u>Restaurant/Bar Sales</u>	<u>Citywide Property Value</u>
Employed:	48,164	\$811,654,778	Alcohol: \$347,280,773	\$26,850,061,000
Unemployed:	1,443	<u>Bank Deposits</u> <u>GCP Ratio</u>	Food: \$553,598,973	
UE Rate:	2.91%	\$3,625,009,000 52%	<u>Retail Trade</u> \$852,732,892	

## Miami Beach Gross City Product

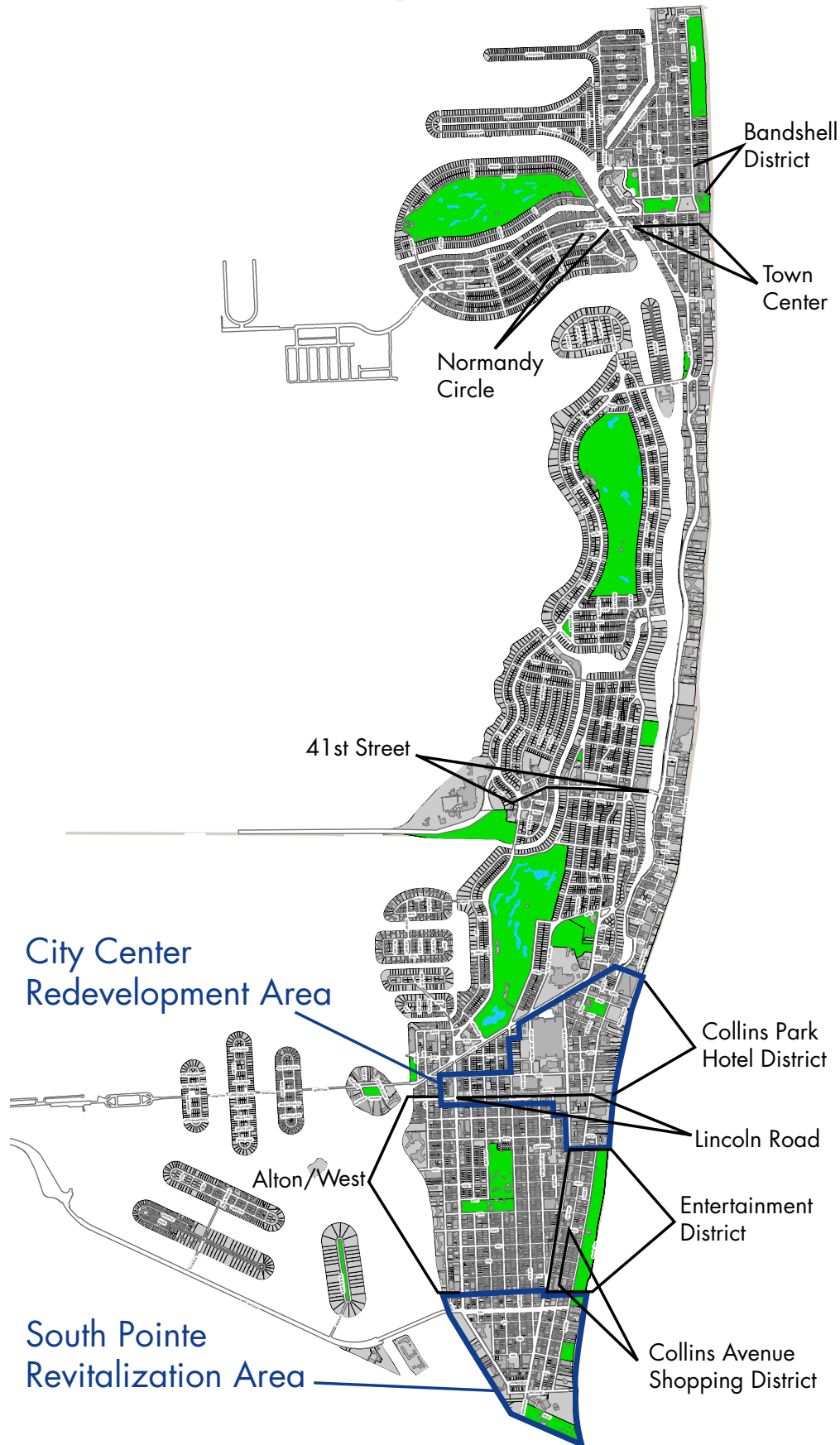
	Establishments	Total Revenue	Total Payroll	Labor Cost	Employees	Wage	Output
<b>2008</b>							
Accommodation and Food Services	474	\$1,684,567,848	\$516,532,072	30.7%	16,427	\$31,445	\$102,551
Arts, Entertainment, and Recreation	99	\$123,359,513	\$36,506,806	29.6%	1,119	\$32,625	\$110,243
Construction	119	\$791,145,654	\$23,206,699	2.9%	622	\$37,325	\$1,272,461
Educational Services	34	\$38,674,979	\$16,004,136	41.4%	381	\$42,017	\$101,536
Finance and Insurance	173	\$272,170,547	\$47,988,664	17.6%	752	\$63,801	\$361,853
Health Care and Social Assistance	357	\$926,166,163	\$358,781,638	38.7%	7,422	\$48,338	\$124,780
Information	96	\$382,239,070	\$93,949,832	24.6%	1,313	\$71,566	\$291,168
Manufacturing	28	\$16,602,432	\$3,452,613	20.8%	86	\$40,134	\$192,993
Other Services	433	\$194,546,467	\$51,499,997	26.5%	2,181	\$23,618	\$89,219
Professional and Business Services	717	\$316,164,134	\$190,450,068	60.2%	3,163	\$60,207	\$99,949
Public Administration	12	\$424,652,255	\$158,756,679	37.4%	2,321	\$68,411	\$182,990
Real Estate, Rental, and Leasing	386	\$334,396,373	\$44,477,145	13.3%	1,354	\$32,846	\$246,950
Retail Trade	444	\$959,691,591	\$123,312,983	12.8%	4,556	\$27,065	\$210,639
Transportation, Warehousing, and Utilities	30	\$18,244,850	\$4,348,015	23.8%	125	\$34,674	\$145,497
Unclassified	20	\$7,683,478	\$1,831,085	23.8%	31	\$58,364	\$244,902
Wholesale Trade	202	\$732,944,180	\$50,307,621	6.9%	629	\$79,963	\$1,165,001
<b>2008 Annual Total</b>	<b>3,622</b>	<b>\$7,223,249,532</b>	<b>\$1,721,406,054</b>	<b>23.8%</b>	<b>42,482</b>	<b>\$40,521</b>	<b>\$170,030</b>

## Miami Beach Average Daily Population

Year	Permanent Population	Seasonal Population	Leave Miami Beach for Work	Non-Resident Workers	Hotel Guests	South Beach Daily Tourists	Other Visitors	Total Average Daily Population
2002	86,651	14,616	26,426	21,533	20,779	9,559	9,318	136,032
2003	86,010	14,616	26,769	22,268	22,350	7,236	10,819	136,530
2004	85,368	15,924	27,485	24,083	22,922	7,735	11,010	139,557
2005	84,086	15,924	29,438	24,055	22,700	8,675	15,034	141,036
2006	84,880	20,399	26,704	23,855	19,422	7,437	16,331	145,620
2007	86,916	20,399	28,763	23,789	19,578	4,077	29,519	155,515
2008	85,536	20,927			20,742			

Source: Estimates by the Miami Beach Economic Development Department based on data provided by the US Census Bureau, the Greater Miami Convention and Visitors Bureau, and the Florida Agency for Workforce Innovation.

# MIAMIBEACH



## North Beach

63rd Street to  
87th Terrace

## Middle Beach

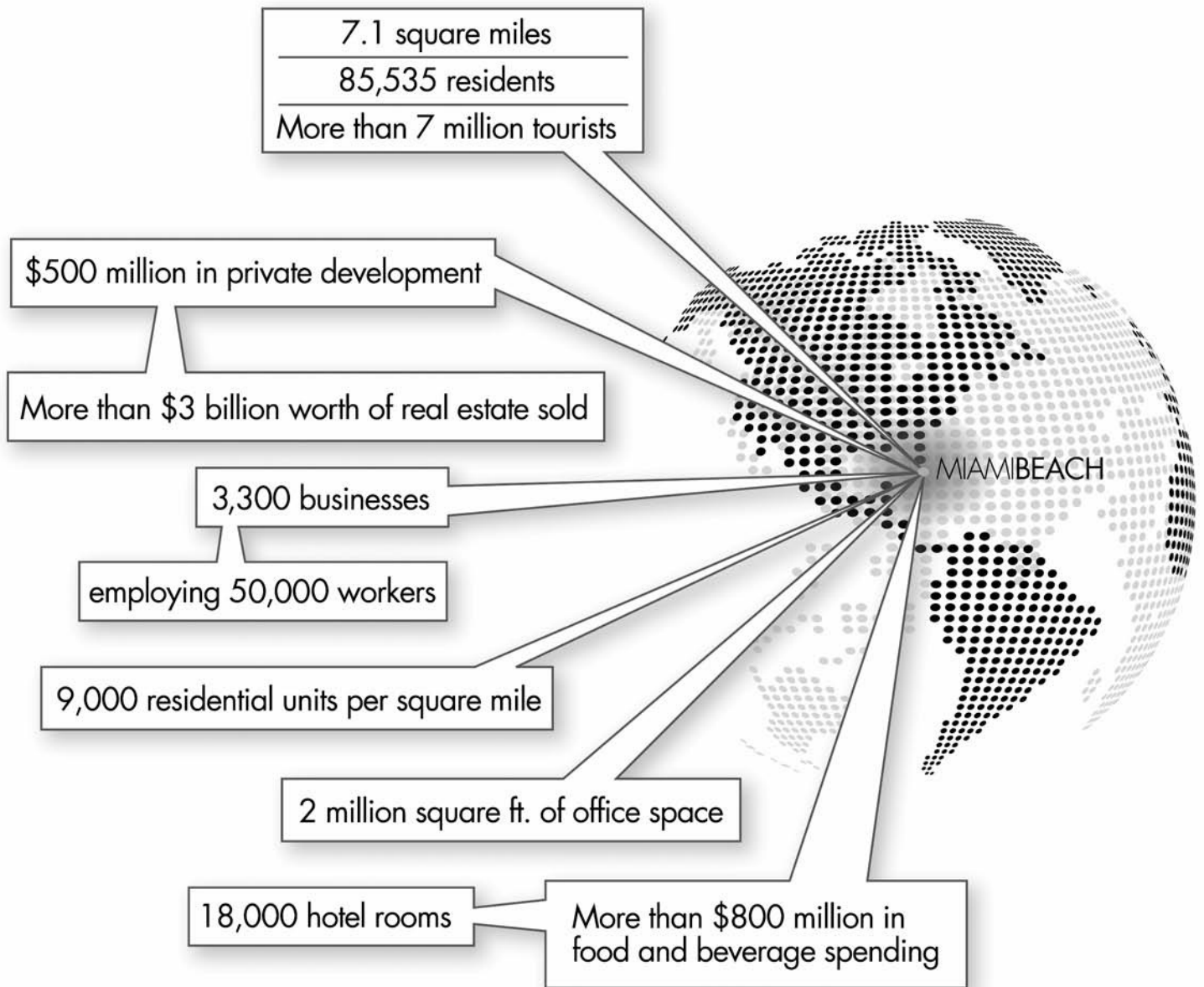
Dade Boulevard to  
63rd Street

## South Beach

Government Cut to  
Dade Boulevard

# Your business needs us.

And our consumers need you.



MIAMIBEACH  
**FLORIDA'S 24-HOUR MARKETPLACE**  
ECONOMIC DEVELOPMENT

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